



ATC West, Inc., James G. Neighbor, President  
11711 West 53rd Street, Shawnee, Kansas 66203  
913-268-9051

SAMPLE LEASE/PURCHASE WORKSHEET FOR ATC 810/112H\*

Sample for 810/112H  
Equipment List

Cost

Your Unit  
Equipment List

Cost

ATC 810 \$35,950

HSI Option 3,190

Extra EProm 520

XY Plotter 2,550

Service Policy 1,175

Equipment Total \$43,385

Freight 450

TOTAL PRICE \$43,835

Equipment Total \_\_\_\_\_

Freight \_\_\_\_\_

TOTAL \_\_\_\_\_

Multiplier factor\*  
(60 months from  
question sheet) .02760

Total monthly lease\*  
payment \$ 1,209.89

Amount to start lease\*  
(first and last  
months' payments) \$ 2,419.58

Purchase option\*  
(total price X .15) \$ 6,507.75

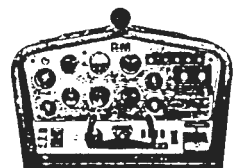
Multiplier factor \_\_\_\_\_

Total monthly lease  
payment \_\_\_\_\_

Amount to start lease  
(first and last  
months' payments) \_\_\_\_\_

Purchase option  
(total price X .15) \_\_\_\_\_

\*These figures are samples only. Figures may vary depending on current interest rates, applicant's finance application, and down payment.



## QUESTIONS REGARDING OUR LEASE PROGRAM

1. How much does it cost? Choose the multiplier factor for your term of lease x cost of equipment to get monthly charge.

|           | <u>810</u> | <u>112H</u> |
|-----------|------------|-------------|
| 12 months | .06708     | .06708      |
| 24 months | .05210     | .05210      |
| 36 months | .03855     | .03855      |
| 48 months | .03165     | .03165      |
| 60 months | .02760     | N/A         |

2. Can accessories be included in the lease?  
Yes.
3. Do I have to have a service policy?  
Yes, a service policy must be in force throughout the life of the lease. ATC West is the only authorized service center in the Midwest/Great Plains area.
4. Can I purchase the equipment?  
Yes, at the end of your lease period (minimum 36 months) you may purchase the equipment for 15% of the original purchase price.
5. Are these lease terms competitive?  
Yes, these terms are financially equal to and in some cases (depending on equipment and length of lease) better than any other advertised simulator lease program available.
6. Can an individual or partnership lease?  
Yes, however, a guarantee is required of a spouse or partner.
7. How do I make application for the lease?  
Call or send the enclosed business reply card and tell us what equipment you want. We will prepare your lease documents and send them to you. You will sign the application, attach it to the financial statement and application (copies of previous two years tax returns for individuals), schedule C for purchase option if applicable and a check for the first and last months' lease. Put this in the attached special delivery envelope and return to ATC West.
8. How long before I know if the lease is approved and I get my equipment?  
You will be notified within 10 working days after we receive your application if it is approved or not. Assuming approval, we should be able to ship equipment from our inventory within 7 days. Allow 14 days for digital DME option and 4 weeks for RMI option.
9. How do I put the lease in force?  
Complete the certificate of customer acceptance and return immediately to International Leasing, St. Paul.